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Special Trade Edition

DIG & DUNG

There is no soil, however barren and unproductive, that cannot, by well digging and dunging, be made fertile and prolific.—Adapted from Cervantes' DON QUIXOTE, Part II, Chapter XII.

A Little Magazine for the Gardener

VOL. 2

WAYLAND, MICHIGAN, U. S. A., SEASON OF 1932

NO. 1

FIELD NOTES

We started irrigating the latter part of July this season, and every week thereafter until the middle of September we gave our plants from nine to eleven hours of "rain." This kept our ground moist and in fine condition during the growing and blooming season, and gave us the finest crop of both flowers and tubers we have ever harvested. Every plant of every variety in our fields was loaded with blooms until frost, and while other growers were complaining about damage from thrip, leaf hoppers and grass hoppers, our plants were doing their best and proving the added benefits of overhead irrigation in keeping us free from insect pests.

Our blocks of Mrs. I. de Ver Warner and Laura Morris were located side by side at the front of our grounds, and we believe they attracted more attention and caused more tourists to stop than any other display we could possibly have arranged. Thousands of plants of any one variety in a single block will always make a hit; and when you imagine these loaded with massive blooms, you can see that it would be almost impossible for one to pass them by unnoticed.

Some varieties make their best showing in dense mass plantings—for example, Dakota, Bertha Horne, Darlene, Countess of Lonsdale, Judge

Marean and Jean Kerr.

Darlene is one of the earliest and most persistent and profuse bloomers among all dahlias. Nothing finer can be found for temporary hedges,



borders, along walks and drives, etc., for which purpose it meets every possible requirement.

Patrick O'Mara has long been considered the most perfect autumn tint dahlia. None of the newer sorts can equal it in form and color, and it can be grown to a good size, too.

Notwithstanding the fact that the giant blooming decoratives are favorites for exhibition purposes, nearly every order includes some of the old show types—A. D. Livoni, Maude Adams and Yellow Duke leading in demand at our fields.

We know of no better all around dahlia for florists' use than Venus. It is a good grower in all kinds of soil, always full of blooms on wonderful stems, cuts and keeps well, and later blooms are as large and

perfect as the first ones. The color—white suffused pinkish lavender—works up well with all other flowers, and both blooms and tubers always sell.

War Dance is a good late bloomer of the well known Geisha colors, and a much better root maker than Geisha.

Rosalia Styles is one of the finest peony-flowered dahlias we grow. Large size rose pink, profuse bloomer, good stems.

Blue Porthos is a near blue decorative of medium size and fine form that is said to work up very nicely in funeral pieces.

We retailed both Laura Morris and Jane Cowl at a dollar each this year. Both were perfect and our records show nearly twice as many sales of Laura Morris as of Jane Cowl. Customers had both varieties in full bloom before them—growing under the same conditions—and did not have to depend on our say-so in deciding which one to choose if they could not have both. A good yellow dahlia always sells well.

Every time we buy a new dahlia we wonder if it will turn out like the sad story of two sundered hearts, "She ain't no longer mine, nor I ain't hers" which was offered by Bill Nye as a second hand Literary Gem to be exchanged for spruce gum and licorice.

DIG & DUNG

PUBLISHED BY
WAYLAND DAHLIA GARDENS
E. R. RYNO, PROP. |
WAYLAND, MICHIGAN

SEASON CF 1932

These are those times when one must watch Old Man Overhead. At least part of the salary check should be left in the business to pay for needed improvements and additions to plant and equipment, added planting stock, etc., etc., while they are at the low price level prevailing.

A lotta people figger like the fellow who said he couldn't make any money cutting corn at a dollar a day, because he wore out a fifty cent shirt every day and had to spend the other fifty cents for a new shirt. They think they can't afford to buy any new stock because they've lost track of half their incomes.

At this writing we are already sold away ahead of any former year in our history. Some of our leading varieties were contracted for before digging time, and others have been reserve-ordered since, so we have every reason to look for a bang-up season—and with a bumper crop of dandy tubers at lower prices than ever before, why not?

Don't wait until stock is exhausted before getting in your orders. The extreme drought of last season precludes the probability of late surplus offers, and the only sure way to avoid disappointment is to ORDER NOW!

We do not sell or offer for sale undivided clumps, because our experience has shown that the larger buyers prefer to have us divide clumps and prepare tubers ready for sale, and store them until they are wanted to fill spring orders. We have ample storage space and unexcelled facilities for handling our crop, and we believe we can do this part of the work more satisfactorily and at less expense to our customers than they can possibly hope to do the same work for themselves. We finance our own crop and take our own losses up to time of shipment. If you buy clumps as dug for cash, you tie up your money for several months—an item to be considered under present conditions—have to stand your own losses in storage, pay for labor in dividing clumps, etc., and in the end you find you have had only a lot of bother and expense with no real saving in cost of tubers,

Our prices are based on actual production costs as determined through a number of years' carefully kept cost records, covering every item of expense entering into the finished product. We know positively you cannot buy stock of equal quality for less money—and continue doing so year after year. There's something in knowing that your source of supply will be doing business and ready to serve you next year and in years to come, as well as this year.

Phil Cook, the Quaker Man, is hoping for someone to develop a grape fruit which can shout "fore!" Here is a suggestion for Mr. Paul Stark in his continuation of Luther Burbank's career.

According to the FLORISTS' REVIEW, Extension Service figures from Texas show an increase in number of spring gardens of from 179,000 in 1930, to 259,000 in 1931; fall gardens, from 27,000 in 1930 to 149,000 in 1931, etc., and similar results are reported in Arkansas. And still there are those who think that America is to go the way of Rome, and her glorious freedom lead to a contemptible corruption and end in "chaos, confusion and night."

Every buyer of garden seeds is a present prospect for other lines, such as dahlias, glads, ornamental nursery stock, etc.

There are a score or more dahlias that florists and home gardeners like which the grower of exhibition dahlias would not give a second notice, such as Doazon, Jack Rose, Sylvia, Libelle, Darlene, King of Commerce, Queen Mary, A. D. Livoni, etc., yet we grow every one of these varieties by the thousands, and there has not been a single year in our history when we have failed to sell our stock down to a number barely sufficient for our normal planting. In the face of this fact, wouldn't you class such varieties as desirable for your own planting?

A little enclosure to go with your acknowledgement of order offering some special collection of dahlias not included in your regular catalog will almost always bring a big percentage of "add" orders which can be shipped with the first order at little extra cost. Perhaps we can suggest some varieties that would make a dandy selection for such an offering—and at a price which will make it pay you. Tell us about how many such collections you would need and we will try to aid you.

We maintain our retail department chiefly for the benefit of our wholesale customers, regarding it as the best means of keeping in touch with the demands of the retail trade. New varieties of merit are tried out each year and the attitude of our customers toward them when grown alongside standard sorts is carefully noted. If they show real merit, we add them to our list; but we do not consider that an occasional call for some particular variety will warrant its extensive planting. Where so many new varieties are introduced each year to attempt to grow all of them would soon leave us stocked up with a lot of stuff that could not be moved, and we should have to quit doing business.

Another point. The large buyers cannot use small lots of tubers. They won't catalog a variety when only a few hundred tubers at most constitute the visible supply. That's why the standard sorts are the most profitable to grow—and sell. If a variety is generally listed, it will sell over the counter better than those listed by a few specialists only.

Garden Books

A few selected titles for your customers or your own bookshelf.

Modern Dahlia Culture, by	
W. H. Waite	\$1.50
Rock Garden Primer, by Archie	
Thornton	\$2.00
The Book of Annuals, by A. C.	
Hottes	\$1.50
The Book of Perennials, by	
A. C. Hottes	\$1.50
The Book of Shrubs, by A. C.	
Hottes	\$3.00
Practical Landscape Gardening,	
by Robt. B. Cridland	\$2.50
Foundation Planting, by Leonard	
H. Johnson	\$3.50
The Principles of Flower Arrange-	
ment, by Prof. E. A. White ..	\$3.00
Practical Plant Propagation, by	
A. C. Hottes	\$2.00
Nursery Sales and Management,	
by Nelson Coon	\$1.50
Commercial Floriculture, by	
Fritz Bahr	\$5.50
Koster's Color Guide, by P. M.	
Koster	\$5.00

Discount to the trade only, 25%.
If wanted by mail add 15c for postage on each book ordered. Send for catalog of other garden books.

WAYLAND DAHLIA GARDENS
Wayland — Michigan

No concern engaged in the nursery, seed or flower business can afford to be without either of the two great weekly publications devoted to this branch of the trade—The FLORISTS' EXCHANGE, of 438 W. 37th. St., New York, and The FLORISTS' REVIEW, of 508 So. Dearborn St., Chicago. We regard the \$5 annually spent for these two papers as the best investment we could possibly make.

The growing of new dahlias from seed is a special line of work not in the province of the strictly commercial grower. With us the problem is not to find new varieties, but to determine which of those already known are marketable and devote our time to their production on a commercial scale. Our object is profit, not premiums and prizes, and we have to grow those sorts which are in stable demand in order to make it pay both ourselves and our customers. If you want to make money out of dahlias, the varieties we offer will not disappoint you.

One of the greatest factors in the making of a really good commercial dahlia is its ability to produce plenty of good roots with good strong necks. Many varieties, such as Insulinde, are such poor root makers that they cannot be grown at a cost which will permit their sale at a low price. Others, such as Jane Cowl, have long, slender necks which are easily broken and must be handled with extra care to prevent great loss in digging, storing and packing. Still others, such as Yellow King, make many roots which are mere strings and never cut to a presentable looking tuber. These points must be considered as well as the blooming qualities of a variety. Another point of great importance is the keeping quality of a dahlia tuber. Geisha, for example, is such a notoriously bad keeper that stocks do not increase very rapidly and as a result it sells for about the same price now as it has for years past. Such varieties cannot be counted on, and it would be very unsafe to take a customer into a block of them when in bloom and accept an order for any considerable quantity of tub-



ers to be delivered the next spring. They might winter through alright, and they might not—and then, suppose the customer had them cataloged and orders were coming in, what would you do? If you could not supply the goods you lose the customer.

The following letter from the Office of the Collector of Internal Revenue, addressed to our local publisher, contains a suggestion for others in the trade. Florists and nurserymen should not overlook the great publicity value of a nice block of dahlias on their own grounds. People will stop to see the flowers, and usually leave a nice order for tubers as well as other nursery stock, etc., and at the same time carry away a message which will be passed on to their friends and neighbors. But you need large enough planting to make a real showing if you would get the attention you should have to make it pay big. A thousand plants will make a fair showing, five thousand would be better, and more will be still better if you have the space available. We plant in rows thirty-three inches apart, and eighteen inches in the row, so half an acre will accommodate over five thousand plants. Figuring tubers at eight or ten cents or more each, where can you get any greater drawing card for the same money? And there will be a nice profit from your flower and tuber crop, too. Let us suggest a special display assortment and quote prices on same.

WANTS WAYLAND NAMED "THE DAHLIA CITY"

The Editor of the Globe received a letter from one who appreciated the beautiful sight at the Wayland Dahlia Gardens, as follows:

Detroit, Mich., Oct. 9, 1931

Mr. Rollo G. Mosher:
Publisher Wayland Globe
Wayland, Mich.

Dear Editor:

The city of Wayland has within its borders an attraction which for beauty and magnitude cannot be equalled in the entire state of Michigan. I am referring to the Wayland Dahlia Gardens. As an amateur grower of dahlias I have visited the gardens of this state and am acquainted with quality and variety of the gardens of the principal growers of autumn's most beautiful flower.

I have made two trips from Detroit to Wayland this season for the sole purpose of feasting my eyes on these wonderful blooms.

Wayland is admirably situated to reap considerable favorable notoriety



from this source on account of being located on one of the state's most important tourist trunk lines. It occurs to me your people could very aptly call yourselves the "Dahlia City," and the residents could further accentuate the application of the label by growing a few of these lovely flowers in their gardens. Travelers and tourists in passing would very soon learn to associate "Wayland" and "Dahlia" as synonymous.

And may I further suggest that the "City Dads" cause signs to be installed at the intersection of the streets leading to your very beautiful park. We found it a most delightful spot on these two occasions.

Cordially yours,

J. M. Terwilliger,
18942 Stoepel Ave.,
Detroit, Mich.

The FLORISTS' REVIEW gave a selected list of twenty dahlias for cut flower purposes. This list still stands as about the best selection that can be made, and no grower can make a mistake when he plants either a small or large number of any one or all of the list. It comprises the following varieties:—

Decorative—Jersey's Beauty, Judge Marean, Mrs. I. de Ver Warner, Rosa Nell, Charm, Delice, Insulinde, Patrick O'Mara, Sylvia, The Millionaire.

Cactus—Countess of Lonsdale, Bianca, Golden West.

Peony-flowered—Jan Olieslager, Queen Wilhelmina.

Show—A. D. Livoni, Dorothy Peacock, Jean Kerr, Stradella, Yellow Duke.

We will supply ten tubers of each of these twenty varieties, two hundred tubers in all, for \$20. One hundred tubers of each variety, two thousand tubers in all, for \$190. This assortment will give you an excellent start in the dahlia business, and cannot be excelled as a display planting.

TRADE PRICES FOR 1932

Prices are quoted per hundred tubers. Ten or more will be sold at the hundred rate. For less than ten tubers of one variety, add 20%. Large buyers should send list for special quotations.

All our stock is field grown from tubers, not plants. Every tuber is guaranteed to be sound, carefully trimmed, no broken necks, and with at least one good eye. No stunts, mosaic or diseased plants in our fields.

(C) Cactus (D) Decorative (P) Peony-flowered (S) Show.

We have discontinued the growing of pompons, singles and collarettes.

At \$5. per Hundred

Blue Oban (D) Mauve
Doazon (D) Orange scarlet
Jack Rose (D) Red
Ora Dow (D) Maroon tipped white
Princess Juliana (D) Waxy white
Queen Mary (D) Rose pink
Yellow Colosse (D) Yellow
Mad. Von Bystein (P) Lilac pink
A. D. Livoni (S) Rose pink
Bonnie Blue (S) Bluish
Stradella (S) Rose purple

At \$6. per Hundred

Kreimhilde (C) Cream and pink
Lawine (C) White
Libelle (C) Dark lavender
Perle de Lyon (C) White
Aida (D) Deep maroon
Azalea (D) Yellow and pink
Copper (D) Copper tinted apricot
Countess of Pembroke (D) Lavender
Darlene (D) Shell pink
Frank A. Walker (D) Lavender pink
King of Commerce (D) Orange
Madonna (D) Blushed white
Pride of California (D) Red
Sylvia (D) Pink and white
Aurore (P) Orange salmon
Jan Olieslager (P) Yellow
Queen Wilhelmina (P) White
Arabella (S) Yellow and rose
Dee-lighted (S) White
Grand Duchess Marie (S) Brown orange
Maude Adams (S) White and pink
Storm King (S) White
Vivian (S) White tipped purple
White Swan (S) White
Yellow Duke (S) Yellow

At \$8. per Hundred

Bertha Horne (C) Bronzy yellow
Countess of Lonsdale (C) Salmon pink
Diana (C) Crimson and violet

Gee Whiz (C) Buff and salmon
Marguerite Bouchon (C) Pink and white
Rene Cayeux (C) Red
Sunset Glow (C) Flame tipped yellow
War Dance (C) Yellow and scarlet
Blue Porthos (D) Light purple
Dakota (D) Flame red
Flamingo (D) Pink
Flora (D) White
Forest Loma (D) Cerise pink and yellow
J. D. Long (D) Salmon pink and bronze
Jeanne Charmet (D) Lilac pink
L. K. Peacock (D) White
Marcella (D) Seashell pink
Mina Burgle (D) Red
Mrs. Carl Salbach (D) Lavender pink
Mrs. I. de Ver Warner (D) Orchid lavender
Mrs. J. Harrison Dick (D) Yellow and pink
Oregon Beauty (D) Red
Seabright (D) Orange buff
Dorothy Peacock (S) Pink
Mrs. John Bowman (S) Yellow
Tillamook (S) Blush

At \$10. per Hundred

Bianca (C) Rose lilac
Bride's Bouquet (C) White
Gay Paree (C) Golden bronze and red
La Favorita (C) Deep orange
Mrs. Ethel F. T. Smith (C) White
Washington City (C) White
Amityville (D) Silvery pink
Catherine Wilcox (D) Pink tipped red
Dr. Tevis (D) Salmon rose
Judge Alton B. Parker (D) Yellow buff
Le Grande Manitou (D) Lilac striped purple
Mabel Thatcher (D) Creamy yellow
Mr. H. C. Dresselhuys (D) Pink
Mrs. John T. Scheepers (D) Chamois edged pink
Patrick O'Mara (D) Apricot yellow and orange
Perfect Beauty (D) Red and white
Purity (D) White
Purple Manitou (D) Purple
Rosemawr (D) Rose pink
Sebastopol (D) Deep orange
Sequoia Gigantea (D) Yellow
Venus (D) White and lavender
Rosalia Styles (P) Rose pink
Sweetheart's Bouquet (P) Salmon pink

At \$12. per Hundred

Golden West (C) Yellow overlaid orange
Alex. Waldie (D) Cream overlaid pink
Amun Ra (D) Copper and red orange
Bashful Giant (D) Apricot and amber
Bonnie Brae (D) Cream suffused pink
Charm (D) Burnt orange
Giant Ruby (D) Scarlet
Jean Kerr (D) White
Jersey's Beauty (D) Clear pink
Mr. Crowley (D) Salmon pink
N. C. 4 (D) Yellow and purple
The Millionaire (D) Lavender pink
Rosa Nell (D) Rose

At \$15. per Hundred

Agnes Haviland (D) Rose pink and yellow
C. P. R. (D) Buff shaded magenta
Halvella (D) Rose pink
Kittie Dunlap (D) Am. Beauty shade
Snowdrift (D) White
The Billionaire (P) Yellow orange

At \$18. per Hundred

Cigarette (C) White edged orange
Jersey's Beacon (D) Scarlet and buff
Judge Marean (D) Orange and red
Sagamore (D) Apricot buff

At \$20. per Hundred

U. S. A. (C) Red orange
Ellinor Vanderveer (D) Rosy pink
Paul Michael (D) Old gold
The Emperor (D) Deep maroon

At \$25. per Hundred

E. T. Bedford (D) Purple
Margaret Woodrow Wilson (D) White suffused pink
Pride of San Francisco (D) Salmon pink

At \$30. per Hundred

Insulinde (D) Yellow brown
Laura Morris (D) Strontian yellow

At \$45. per Hundred

Jane Cowl (D) Bronzy buff and salmon

MIXED—at \$3. per Hundred

Comprising cactus, decorative, peony-flowered and show,
all choice varieties of well balanced color assortment.
A really high class mixture.

If tubers are to be wrapped and labelled individually for resale, add \$1. per hundred to above prices.

Special Dollar Collections for Mail Order and Counter Trade

Each tuber wrapped and labelled, and each collection packed in neat substantial two section corrugated mailing carton, with cultural leaflet, ready to attach your own mailing label.

Collection No. 1

Kreimhilde, Rene Cayeux, Jeanne Charmet, Doazon, Arabella and Storm King. Six tubers in each collection, price \$42.50 per hundred collections.

Collection No. 2

Bonnie Brae, Mrs. I. de Ver Warner, Patrick O'Mara and Pride of California. Four tubers in each collection, price \$40. per hundred collections.

Collection No. 3

Bertha Horne, Diana, Darlene, Sebastopol, Swift and Aurore. (We reserve the right to substitute equal value of same type and color for Swift, which was short crop, in this collection). Six tubers in each collection, price \$47.50 per hundred collections.

Collection No. 11

Lawine, Libelle, Frank A. Walker, Oregon Beauty, Maude Adams and Yellow Duke. Six tubers in each collection, price \$42.50 per hundred collections.

Collection No. 12

Bashful Giant, Dakota, Halvella and Sequoia Gigantea. Four tubers in each collection, price \$47.50 per hundred collections.

Collection No. 15

Bride's Bouquet, Rene Cayeux, Countess of Pembroke, Forest Loma, Seabright and Tillamook. Six tubers in each collection, price \$50. per hundred collections.

Other collections can be made up to suit special requirements, such as nursery agents trade, etc.

Dahlias For Counter Trade

Floral and seed stores and nurseries who operate retail stores during the planting season always prefer to have tubers wrapped and labelled individually especially for counter trade.

At a small extra charge of \$1. per hundred, or one cent per tuber, we pack each tuber in fine, clean sawdust, wrap in white semi-parchment and seal with our special printed blue label, showing name of variety, originator or introducer, type and predominating color. By this method tubers are kept fresh and plump for weeks, and there is no breaking of sprouts or mixing of varieties through

frequent handling. Stock presents a more salable appearance—in fact, looks like a Christmas package—and customers can pick out just what variety or type or color they want from label description.

Furthermore, customers know that stock is of known origin and not a cheap job lot of tubers, and are willing to pay more for it because they feel that they are sure of getting genuine stock that is really worth more than ordinary stock such as is usually offered at the “five and ten” stores.

By actual test, placing this stock side by side with bulk stock, it will

outsell such stock two to one, even when offered at twice the price. Try it and see for yourself which stock will make you the most money.

The D. V. Burrell Seed Growers Co., of Rocky Ford, Colo., say, “We believe this demand (for seeds of known origin) will grow until planters will require from their seedsmen seeds in the grower’s original sealed packages.” This should apply to other nursery products, and we believe we were the first, and so far as we know are still the only, grower to offer dahlias for resale in original packages.

Supply Your Customers with Genuine **DAV** BLUE LABEL DAHLIAS **DAV**

They
LOOK BETTER
KEEP BETTER
SELL BETTER



And
THEY
ALWAYS
SATISFY

SPECIAL OFFER—

We will send you 250 tubers of assorted varieties suitable for counter trade, each tuber in original sealed wrapper as shown, for \$20. This assortment will include not only standard sorts but also many really fine varieties of which our stock is too small to list in quantity, and should sell readily at twenty-five cents per tuber, or a total retail value of \$62.50. Half size assortment (125 tubers) for \$10.50.

If you want to offer your customers some really wonderful values in dahlias, don't fail to order either the half or full size assortment—and at the price quoted it makes some

mighty low priced planting stock.

For \$5. additional we will include forty tubers of still better varieties—sorts which should retail at fifty cents or more each—thus enabling you to offer a selection of the finest varieties grown at popular prices.

A supply of Cultural Direction leaflets will be sent free with each assortment under this offer.

When you buy dahlias for resale, you must be absolutely certain they are true to name. Our system of stamping varietal number on tubers when clumps are divided makes it impossible for varieties to become mixed in storage and handling, and

insures you against come-backs and kicks when plants bloom in the fall. And in your own planting you will find this number on the old tuber when clump is dug, thus lessening the chance of mistakes before dividing clumps in the spring.

We supply some of the largest seed and nursery houses in the country with practically their entire requirements in dahlias. We try to hold this trade year after year by giving the best stock possible to produce, at prices that are right and with service that cannot be excelled. Why can't we add you to our list of regular customers?

Modern Methods of Merchandising Applied to Products of the Nursery

Dahlia Blooms For Tourist Trade



Properly handled the Dahlia is one of the most satisfactory of all flowers for tourists' trade, roadside stands, etc.

In the cut shown the blooms were picked at noon and packed immediately, box covered and kept in our office at ordinary summer temperature. Forty-eight hours later the

cover was removed and photo snapped. The flowers were practically as fresh as when picked; and the next morning—eighteen hours later—were still in fairly good condition.

Boxes are 24 inches long, 12 inches wide and 5 inches deep, made of corrugated board, and cost a little less than twenty cents each. Each box holds from eight to twelve blooms, according to size of bloom, and sells more readily at a dollar than the same blooms, unpacked, at fifty cents.

When the customer gets home and opens the box he finds nice fresh flowers which will be kept and prized, instead of a mass of wilted blooms which will be thrown out in disgust. Besides, short stemmed blooms which are usually unsalable can be worked off at a profit.

In packing, we first put in a layer of wet sphagnum moss, over which is placed a sheet of white or brown tissue paper, then blooms are packed from ends of box so stems overlap

in middle. As soon as packed cover is placed on tight and box should not be opened until destination is reached, when flowers may be removed and handled as if freshly picked.

For roadside stands the day's requirements may be packed in the morning and two or three boxes left open for display, the rest of them kept closed and in as cool and dark a place as possible.

Each plant should cut six blooms, so one hundred plants will provide for about fifty boxes. At \$1.00 each—or eighty cents net per box—these will bring \$40.00, or four times the cost of the planting stock, from blooms alone, leaving the increase in tubers as a still further profit; and these tubers will sell readily to those who buy blooms.

As a selection of varieties for cutting and packing, we recommend the FLORISTS' REVIEW COLLECTION offered on page three of this issue.

Wayland Dahlia Gardens

Largest Dahlia Growers in Michigan

Wayland



Michigan



WASHINGTON, D. C.

U. S. DEPARTMENT OF AGRICULTURE,



Laura Morris

The Perfect Yellow Dahlia

This wonderful dahlia was originated by Mr. George A. Relyea, a commercial rose grower of Connecticut, and introduced by us in 1929. At our gardens last year, which was the first time we had been able to present it in mass planting, it attracted more attention than any dahlia in our fields. Plants were rank and thrifty in growth, and loaded with massive blooms on long strong stems, and in spite of the hot, dry weather, when others like Jersey's Beacon, Judge Marean, etc., were showing open centers, nearly every bloom from beginning to end of the season was of perfect form with full deep center. Color is a very deep strontian yellow with back petals of amber yellow. A remarkably good keeper, and we believe it to be the best commercial yellow yet produced. Retail price for 1932, \$1.00 each. Trade price, \$30.00 per hundred tubers. See price list on pages 4 and 5.

Wayland Dahlia Gardens, Wayland, Michigan, U. S. A.

TERMS AND CONDITIONS

Not less than 10 tubers will be supplied at the hundred rate, and no wholesale orders will be accepted for less than \$5, unless the season's orders amount to at least \$10 in the aggregate, in which case all orders will be billed at the minimum rate.

While we seldom fail to complete accepted orders, we reserve the right to omit any part of order where unexpected or unavoidable shortage of any variety occurs.

We will not substitute unless specifically instructed to do so. If sold out of any particular variety when order is received, we will so advise at once.

All orders shipped at purchaser's expense and risk, and although we exercise every precaution to pack tubers safely against

freezing, we do not guarantee against damage in transit.

Always state time and mode of shipment, otherwise we will use our best judgment, but without assuming any responsibility in the matter.

No extra charge made for packing and delivery to carrier, except where tubers are put up in special packages for resale.

Claims for rejections, errors, or omissions must be made within ten days after arrival of tubers.

GUARANTEE—While we exercise the greatest care to have all our stock true to label, and hold ourselves prepared to replace, on proper proof, all that may prove untrue, we do not give any warranty, expressed or implied, and in case of any error

the purchaser and ourselves that we shall not at any time be held responsible for a greater amount than the original purchase price of the stock.

TERMS—Unknown persons should send either cash in full with order, or 25 per cent with order, balance C. O. D. Parties whose credit is approved may order tubers shipped any time after December first, and invoice for same will be dated June first following. Accounts unpaid after that date are subject to an interest charge at the rate of 6 per cent per annum. No accounts carried where amount is less than \$25.

REFERENCE—As to our responsibility, we refer to the Wayland State Bank, Wayland, Michigan.

Wayland Dahlia Gardens, Wayland, Michigan, U. S. A.

Printed in U. S. A.
Wayland, Mich., U. S. A.
E. R. Ryno, Prop.
WAYLAND DAHLIA GARDENS
DAHLIAS
ON
WITH 1932 TRADE PRICES
A Little Magazine for the Gardener
Dig & DUNG
Special Trade Edition